

Forwarded to Nick & Geo, 7/12

RJ Reynolds
Tobacco Company

(4) R J

SENT VIA E-MAIL.

July 12, 1996

Regional Sales Managers & Account Executive

Subject: Vantage Championship - Week of Sept. 23rd

Listed below are the customer responses as of 7/11/96 for The Vantage Championship:

Key changes from previous report:

- Marsh Village Pantry - Ted Varner (Yes to No)
- Dairy Mart - Robert Stein (Pending to No)
- Lyden Co. - Mark Lyden (Pending to No)
- Quick Chek Food Stores - Robert Page (Pending to No)
- Sheetz - Louie Sheetz (Pending to No)
- Store 24 - Bob Gordon (Pending to No)
- Thornton Oil - Kyle Williams (Pending to Yes)
- Weis Markets - Norm Rich (Pending to No)
- Joseph H. Stomel - Tom Baschore (Pending to No)
- Village Supermarkets - Perry Sumas (Pending to Yes)

The following customers were recently sent invitations & responses are pending:

- Riser Foods - Chuck Rini
- Warren Equities - Fran LaForge
- BP Oil - Ross Pillari
- BP Oil - Nancy Heinen
- Store 24 - Steve Ferriera

Accepted Invitation

- BP Oil - Jack Burdette
- Emro Marketing Co. - Riad Yammine
- Kocolene Oil Corp. - Gary Myers
- Rutter's Farm Stores - Stewart Hartman
- Sugar Creek Stores - Philip Saunders
- Sunoco/Aplus - Rick Sloan
- Tedeschi Food Shops - John Ransom
- Uni-Marts - Charles Markham
- Thornton Oil - Mike Rodgers
- United Refining Co. - Ashton Ditka
- Kroger - Bill Parker
- Stop & Shop - Lewis Schaeferman
- Village Supermarkets - Jim Sumas
- Bonanza Trading Associates - Steve Rosenthal

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Accepted Invitation (continued)

- Harold Levinson Associates - Barry Feldman
- Kcilson-Dayton Co. - Gregg Wellinghoff
- Twin County Grocers - James McGuire
- Thornton Oil - Kyle Williams
- Village Supermarkets - Perry Sumas

Not Attending

- Emro Marketing Co. - Fred Bradshaw
- Minit Mart Food Stores - Fred Higgins
- Sheetz, Inc. - Stan Sheetz
- United Dairy Farmers - Dave Linder
- Wawa Food Markets - Richard Wood
- Finast - William Holsworth
- Genuardi's Supermarkets - Charles Genuardi
- Giant Eagle - Raymond Burgo
- Hannaford Brothers - Hugh Farrington
- Marsh Supermarkets - Arthur Marsh
- Stop & Shop - Bob Tobin
- Garber Brothers - Harold Garber
- Marsh Village Pantry - Ted Varnier
- Dairy Mart - Robert Stein
- Lyden Co. - Mark Lyden
- Quick Chok Food Stores - Robert Page
- Sheetz, Inc. - Louie Sheetz
- Store 24 - Robert Gordon
- Weis Markets - Norm Rich
- Joseph H. Stomel - Tom Baschore

Pending Response

- Amerada Hess - Rick Lawlor
- Christy's Markets - Jim Mihos
- Christy's Markets - John MacDonald
- Cumberland Farms - Lily Bentas
- Sun Company - Bob Milliken
- Lyden Co. - Geoff Lyden
- Wawa Food Markets - Howard Stoeckel
- Price Chopper - Neil Golub
- Riser Foods - Chuck Rini
- Warren Equities - Fran LaForge
- BP Oil - Ross Pillari
- BP Oil - Nancy Heinen
- Store 24 - Steve Ferriera

I will need customer profiles on everyone who will be attending the Vantage Championship by Sept. 6, 1996. I will keep you informed on customer responses.

Thanks,

Debbie Irvin
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